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September 17, 1992

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MAIL BRANCH

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FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Office of the Secretary  
Federal Communications Commission  
Attn: Docket No. 92-90  
1919 M St. N.W.  
Washington, D. C. 20554

Dear Sir:

I urgently request that you not restrict the use of person-to-person telephone solicitations.

A key part of my business as a Realtor is person to person telephone solicitation. Many people sell their homes because someone raised the question by a telephone call. This all helps to boost the economy.

I believe the limiting of person-to-person telephone solicitations would have a devastating effect on the real estate market and our economy!

Thank you!

Sincerely yours,

*(Sent)*  
*Diane Taylor*

*Gayer B. Hunt (Realtor)*  
*L.D. 060864*

*Century 21 Gold House*  
*7500 N. Canton Center*  
*Canton Center, Mich 48187*

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I believe the limiting of person-to-person telephone solicitations would have a devastating effect on the real estate market and our economy!

Thank you!

Sincerely yours,

*Wallace Mays*

Wallace Mays  
Century 21 TAYLOR & ASSOCIATES  
7500 N. Canton Center Rd.  
Canton, Mich. 48187  
Phone 313/ 451 9415 or 721 6438



**EXECUTIVE OFFICE:**  
3310 MARKET STREET  
CAMP HILL, PA 17011  
(717) 761-1910

**WEST SHORE SALES OFFICE:**  
3310 MARKET STREET  
CAMP HILL, PA 17011  
(717) 761-1910  
FAX # 761-5308

**EAST SHORE SALES OFFICE:**  
5137 DEVONSHIRE ROAD  
HARRISBURG, PA 17112  
(717) 652-7260  
FAX # 652-9261

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**MORTGAGE & SETTLEMENT  
DEPARTMENT**  
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(717) 761-6190

**PREFERRED INSURANCE  
SERVICES, INC.**  
5137 DEVONSHIRE ROAD  
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(717) 657-2091

September 16, 1992

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Professional REALTORS work hard to create a positive image in their local communities. Person to person calls are a critical part of the homesale and homebuying process. Support the American dream of home ownership. Support your local REALTOR by rejecting the proposal to restrict our trade.

Sincerely,  
C.M. Detweiler, Inc. REALTOR

*Kathleen Lidd McManara*

Sales Associate

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C.M. Detweiler, Inc. REALTOR

*Scotty Dunisee*  
Sales Associate

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Sincerely,  
C.M. Detweiler, Inc. REALTOR

*Patrick Monahan*

Sales Associate

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C.M. Detweiler, Inc. REALTOR

*Paul Stumper*  
Sales Associate

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Sincerely,  
C.M. Detweiler, Inc. REALTOR

*Betty Golder*  
Sales Associate

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Sincerely,  
C.M. Detweiler, Inc. REALTOR

*Marty K...*  
Sales Associate



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Sincerely,  
C.M. Detweiler, Inc. REALTOR

*Terry Smith*

Sales Associate



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COMMERCIAL RESIDENTIAL INDUSTRIAL  
DEVELOPMENT · BROKERAGE APPRAISAL LEASING MANAGEMENT

September 17, 1992

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Secretary  
Federal Communications Commission  
ATTN: Docket No. 92-90  
1919 M Street N.W.  
Washington, D.C. 20554

Dear Sir:

I write you to voice my strong opposition to any restrictions on person-to-person telephone solicitations. The economic impact of such regulations would adversely affect our industry in a very significant manner.

Quite frankly, person-to-person telephone solicitations are the life blood of our residential sales industry. I'm sure our government would not want to cause any more economic hardships at the "street level"!

Thank you for your consideration in this important matter.

Sincerely,



Edward H. Willer  
President  
Residential Division

Residential Division:

801 Oberlin Road  
Raleigh, N.C. 27605  
919/821-7177  
FAX: 919/833-1363

311 Oberlin Road  
Raleigh, N.C. 27605  
919/832-8881  
FAX: 919/836-8034

4109 Wake Forest Road  
Raleigh, N.C. 27609  
919/876-5320  
FAX: 919/872-2949

8312 Creedmoor Road  
Raleigh, N.C. 27613  
919/846-7100  
FAX: 919/676-8448

1127 Kildaire Farm Road  
Cary, N.C. 27511  
919/467-1811  
FAX: 919/467-7183



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JEFFREY ANNIS  
VOICE BEEPER: (202) 917-2747

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Dear Secretary,

This letter is to let you know that I am **opposed** to any restrictions on the use of person to person telephone solicitations. In my business as a real estate agent, I often cold call selected people in an area, farming for listings or buyers. Any restrictions on my ability to cold call will seriously hamper my ability to do business. Most of my strong leads come from plain old cold calling. It is a key part of my real estate business.

Person to person telephone solicitation is the only way to quickly reach the number of people I need to reach to do business. Door knocking is both physically \*dangerous and ineffective in this economic environment where most households are working households. All you have to do with an unwanted telephone solicitation is hang up. Most of the people I call do not really seem to mind my calls, and will chat for 30 seconds.

I receive cold calls too, and am usually polite to the caller. Cold calling is the grease that lubricates this economy.

The use of automated unattended dialers is annoying, but I have found that only bill collectors use them. Nobody I know in real estate uses one. Any ban on unattended automatic dialers should not preclude the use of other forms of devices that automatically dial the telephone from say a computer list of numbers.

Sincerely,

A handwritten signature in dark ink, appearing to read "Jeffrey Annis", is written over a printed name.

Jeffrey Annis

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*Martin*

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Real Estate

SEP 22 1992

621 East Main Street  
Portown, WI 53094 • 414/261-2223

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

To whom it may concern:

At Martin Real Estate we use "cold" calls all the time. After an open house we contact the people who walked thru the property to see if there is any additional information they need to know about the property or if they are not interested. A very, very important part of our business involves using the telephone for person-to-person solicitations.

Sincerely,

Martin Real Estate

*Rose Creed*

# Martin

Real Estate

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621 East Main Street  
Watertown, WI 53094 • 414/261-2223

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Sincerely,

Martin Real Estate

A handwritten signature in cursive script, appearing to read "Jim Helms", located below the typed name "Martin Real Estate".

# Martin

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621 East Main Street  
Madison, WI 53094 • 414/261-2223

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Sincerely,

Martin Real Estate

*Kerry Martin*

# Martin

**Real Estate**

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OFFICE OF THE SECRETARY  
21 East Main Street  
PO BOX 53094 • 414/261-2223

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Sincerely,

Martin Real Estate

A handwritten signature in black ink, appearing to read "Mike Mal". The signature is fluid and cursive, with a long, sweeping underline.



**DuPont Realtors®, Inc.**

18801 West 7 Mile Road  
Detroit, Michigan 48219-2703  
Business (313) 255-6770  
Fax (313) 255-0184

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To Whom It May Concern:

I am writing in regards to the FCC's attempt to restrict person-to-person solicitation of residential homes. As you may already know "cold" calling is very important to the real estate business. It is my concern that to eliminate access to potential customers could result in losses to real estate agents nationwide. This would take money from our pockets and would also decrease our spending power as well, which would not help an already stagnant economy.

Sincerely,

Gary T. Williams  
Realtor Associate



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Charlotte J. Clark  
Associate Broker

SEP 22 1992

(313) 626-4000

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OFFICE OF THE SECRETARY

WEST BLOOMFIELD, MICHIGAN 48322

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Dear Secretary of the Federal Communications Commission:

It has come to my attention that the FCC is drafting regulations to implement the Telephone Consumer Protection Act of 1991, which restricts the use of automatic dialing systems and requires the FCC to consider restrictions on person-to-person solicitations of residential homes. As a Realtor/Broker this deeply disturbs me, that the commission would even consider such a restriction! Realtors nationwide use the telephone for person-to-person "cold call" solicitation in the residential real estate industry--to market our services to potential home buyers and sellers!. This type of marketing/calling has to my knowledge never received an abundance of "complaints" compared to "artificial computer-generated solicitations."

When drafting regulations it would seem of utmost importance **not** to draft regulations that would be **difficult to regulate!** Who makes the determination as to **what** "solicitation" really is comprised of? Under our First Amendment Rights **Americans need the rights granted therein--the right to the freedom of speech, and the freedom of choice** in particular! To make further regulations that will complicate and confuse the public at large is inappropriate!

Sincerely,

A handwritten signature in black ink, appearing to read "Charlotte J. Clark", written over a horizontal line.

Charlotte J. Clark  
Associate Broker  
MAX BROOCK, INC.

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REAL ESTATE  
LICENSE NO.:

LICENSE NO.:

NAME: Ed Harnack ADDRESS: 2388 Dorchester Trwy REAL ESTATE  
LICENSE NO.: 125358

Spice Rose 5642 S. Adams way Bl. Hills 20393

Genevieve DeBrecht 564 Frank Birmingham 204660

Inspector G. Engelhardt 1300 Buckingham Road Shan 48009

Gymn W Baker 2861 Shannon Dr Oakbrook 48363 161646

Nancy Christopher 4643 White Oaks Dr Troy 48098

Kathie Goodine 667 Waddington, Bloomfield Valley 4/30

Mr. A. Bearden 837 SHEPARD BUSH B'ham 48009 021986

Latent C. J. 1820 West Bond St. 086011

House K West 1112 Fairways Blvd, Tor, M, c/809 <sup>144.945</sup>

108062 Mc



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SERVICES, INC.**

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September 16, 1992

Office of the Secretary  
Federal Communications Commission  
Attn: Docket #92-90  
1919 M Street, N.W.  
Washington, D.C. 20554

Dear Sir:

This letter is in response to the impending decision before the FCC to restrict person to person telephone solicitations. I strongly urge serious consideration be given to rejecting this proposal in light of it's importance to the real estate industry.

The most important tool for professional REALTORS is the telephone. Curtailing use of this extremely important instrument could radically affect all REALTORS, in general, but most importantly, the entire economy.

Why? Simply stated, the real estate industry plays an integral part in boosting the American economy. Home buying and home-selling trigger employment of a variety of trades people (i.e. plumbers, carpenters, electricians, painters, title insurance personnel, attorneys, etc.); and it also generates retail sales activities such as the purchase of appliances, furnishings and other household items.

Professional REALTORS work hard to create a positive image in their local communities. Person to person calls are a critical part of the homesale and homebuying process. Support the American dream of home ownership. Support your local REALTOR by rejecting the proposal to restrict our trade.

Sincerely,  
C.M. Detweiler, Inc. REALTOR

*Mae Robbins*  
Sales Associate

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*Zan Eriksen*  
Sales Associate



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Sincerely,  
C.M. Detweiler, Inc. REALTOR

*John Beaton*

Sales Associate



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Sincerely,  
C.M. Detweiler, Inc. REALTOR

Eric S. Darrow  
Sales Associate

*P.S. we've already restricted  
in that we must do the calling ourselves and may  
NOT hire a non-licensed person(s) to call.*

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C.M. Detweiler, Inc. REALTOR

*Gilbert Nichols*  
Sales Associate

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*John Spicyanich*  
Sales Associate

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Office of the Secretary  
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Attn: Docket No. 92-90  
1919 M St. N.W.  
Washington, D. C. 20554

Dear Sir:

I urgently request that you not restrict the use of person-to-person telephone solicitations.

A key part of my business as a Realtor is person to person telephone solicitation. Many people sell their homes because someone raised the question by a telephone call. This all helps to boost the economy.

I believe the limiting of person-to-person telephone soliciations would have a devastating effect on the real estate market and our economy!

Thank you!

Sincerely yours,

*Ray Hendor 090220*

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